



Contact:
Motorcycle Industry Council
Media Relations
(949) 727-4211, ext. 3027

PSP Initial Group Implementation Project Reaches First Milestone (Code-Named “Project Piston”)

IRVINE, Calif., Nov. 20, 2008 – Partners Standard Protocol (PSP®), the industry-wide program establishing data communications standards, has achieved the first significant milestone of Project Piston. The preliminary analysis based on the requirements submitted by the participating companies for the transaction sets associated with Project Piston has been completed.

Project Piston is the first implementation project involving several leading manufacturers. Achieving economies of scale in today’s business climate is the imperative behind manufacturers collaborating to perform IT initiatives.



PSP National Managing Director Scot Begovich stated, “IT departments are doing everything possible to deliver value to their companies with minimal resources. That’s one of the best benefits of industry-wide collaboration. Companies continue to compete in strategic aspects of their business, but for areas where common interests exist, it makes sense to collaborate.”

PSP PROJECT PISTON – Page 2

For Project Piston, five different manufacturers are participating: Kawasaki, Suzuki, Stihl, Jayco, and Thetford. In addition to the powersports industry, these companies operate in the outdoor power equipment and recreational vehicle industries.

RV Industry Association President Richard Coon said, “Along with the marine industry, this marks a significant expansion for the PSP data communications protocol. The inter-industry implementation project is a very important step in creating a coordinated business communications strategy for the entire RV industry. We encourage all segments of the supply chain to join our members in the development of these latest PSP specifications.”

PSP is now established in four similar industries: the marine, outdoor power equipment, powersports, and recreational vehicle industries.

Along with the five manufacturers, a group of leading business management system vendors is participating. The group includes ADP Lightspeed, c-Systems, IDS, MIC Systems, and Softpower. These business systems represent the bulk of the market across four industries. Through their implementation efforts, they are providing significant functionality to improve dealership operations.

The business management system is the “central nervous system” of the dealership. Historically, dealerships would use these systems to conduct business, and then switch to various manufacturer websites and extranets to communicate with their trade partners. Through the PSP data standards protocol, dealers are able to communicate with their trade partners directly from within their business system, saving dealers time and improving the level of service they provide to the customer.

PSP PROJECT PISTON – Page 3

Through Project Piston, the second suite of data standards is being established. Previously, PSP has created specifications for the Parts Suite, including Parts Order, Parts Inquiry, Order Status, and Parts Shipment. Now, specifications are being established for the Product Registration Suite along with many aspects of performing Warranty Claims right from within the business system.

With direction from the Motorcycle Industry Council's Business Advisory Committee and Board of Directors, the MIC initiated and launched earlier in 2008 during a kickoff meeting in San Diego involving the participating companies. The project will conclude and be promoted during cross-industry events in summer 2009.

For more information about Project Piston and other PSP initiatives, please contact Scot Begovich at (949) 727-4211 x3072, email sbegovich@mic.org, or visit the PSP website at www.psp.mic.org.

Located in Irvine, Calif., the Motorcycle Industry Council is a not-for-profit national trade association representing manufacturers and distributors of motorcycles and scooters, parts and accessories for motorcycles, all-terrain vehicles and recreational off-highway vehicles, as well as members of allied trades.

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